

DED Director Speaks at GW Forum

DED Director Larry Rosenstrauch participated in The George Washington University and Loudoun Museum presentation of "George Washington and Thomas Jefferson: Two Leaders. Two Visions for Developing a Nation." The February 20 event was held at GW's Virginia Campus and was co-sponsored by Buchanan Partners, GW's Loudoun County Environmental Indicators Project, and Reed Smith LLP.

The event featured Dennis Pogue, Associate Director of Preservation at Mount Vernon, and Gay Wilson, Research Historian at Monticello, discussing the roles of Washington and Jefferson in the development of the nation, and their perspectives on how the two leaders envisioned the appropriate role of government.

Following the lectures from Pogue and Wilson, Larry Rosenstrauch presented an overview of Loudoun County, including visuals of what Jefferson and Washington might observe if they visited in 2003. The presentation included a series of aerial photographs, shown from the rural estates in the western portion of the county to the suburban, commercially developed east. Rosenstrauch also included statistics from the latest Loudoun County Survey of Citizens, demographic data, and a list of future challenges the county will face as it continues to grow by more than 220,000 people in the next 20 years.

The event concluded with questions from local panelists Packie Crown of Reed Smith, LLP; Hobie Mitchel, President of Lansdowne Community Development LLC; Peggy Maio, Loudoun Field Officer from Piedmont Environmental Council; and Keith Troxell, Esquire & Partner, Troxell, Kincaid & Mullin PLC.

Department's Prospect Activity—February:

- Responded to 287 requests for general information
- Sent out 80 marketing packages
- Delivered 3 presentations
- Worked with 3 new and 48 on-going prospects
- Distributed 26 Growth Summaries and 143 Farmer's Market Applications

Formal County Application from Salamander Inn Expected Soon

Salamander Inn development plans are progressing and a formal application will be submitted to the county in the near future. The inn is a creation of Dr. Sheila Johnson, Middleburg resident and co-founder of Black Entertainment Television.

veloped, including a public 30-horse stable that can be used by inn guests, and two equestrian riding rings that will be used for events. Construction is expected to begin in summer of 2003, and the inn is scheduled to open in early fall 2004.

Current plans from Salamander Development LLC call for the construction of a new, 40-room inn on the Harriman Tract, a 349-acre Middleburg property named for the former owner and ambassador to France, the late Pamela Harriman. The inn will include three meeting rooms, two public restaurants, a wedding pavilion, a small retail shop, and a spa. Equestrian facilities will also be de-

Salamander Inn, which is being developed as a by-right use under the new Loudoun County zoning ordinance, will be the first project managed under the county's new conservation design guidelines. The county's Departments of Building & Development and Economic Development are working with Johnson to ensure the project will be a model for future conservation design projects.

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Announcements and Expansions

New & Existing Business



The George Washington University Virginia Campus (www.gwu.virginia.edu) announced the development of the Response to Emergencies and Disasters Institute, or READI, in February. The institute will be housed in the former PSiNET building, which GW purchased in 2002, and will train firefighters, EMS personnel, law enforcement and other healthcare providers to handle major emergencies, including terrorism. George Mason's nursing school and Shenandoah University's pharmacy school will partner with GW's medical school and school of public health on the project. The number of employees that will be hired has not yet been determined.



Lansdowne Resort

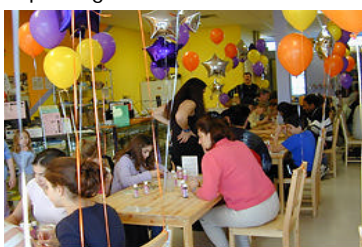
Lansdowne Resort (www.lansdowneresort.com) is working with New York-based The Greenwich Group International and HREC Investment Advisors to select investors for an upcoming expansion. The resort, which opened in 1991, is currently conducting a search for an investment partner to provide equity financing of \$25-40 mil-

lion for the reorganization of the existing capital structure and to complete the development of a new 30,000 square foot club, enlarged spa facilities, and as much as 240,000 additional square feet of hotel rooms and ballroom space. In addition, funds will complete a second golf course for which memberships are being sold to homeowners in the new Lansdowne residential area. The 18-hole course is being designed by Greg Norman and should open by 2005.

Saul Centers (www.saulcenters.com) has announced the purchase of 19 acres in Lansdowne. The land is zoned to accommodate approximately 150,000 square feet of neighborhood and community retail development. This expands the company's Loudoun County investment, where it is also the owner and developer of the Ashburn Village and Broadlands Village neighborhood shopping centers.



Customers work on projects at The Pot and Bead's Grand Opening.



Retail Business News

The Pot and Bead Studio (www.potandbead.com) has opened at Ashburn Shopping Plaza in Ashburn. The business, which employs five, is the first Northern Virginia store to combine both beading and pottery studios.

The Pot and Bead provides customers with pre-made unpainted pottery and all supplies needed for making beaded jewelry. Jewelry can be made and taken home the same day, while pottery pieces are painted and picked up

approximately one week later following firing.

Special classes can be arranged for children or adult parties. Company team-building sessions are also offered where work together to create a tiled coffee table for their office. The Pot and Bead celebrated its grand opening the first weekend in February. Over 300 tiles painted by customers during the grand opening will be used to decorate the studio.

Noteworthy

Several Loudoun County companies have recently announced financial statements, the acquisition of financing or investment capital, or other company news to the press. These include:

Resun Leasing, headquartered in Dulles, obtained \$30 million in growth financing from Allied Capital in February. Resun has been in business since 1986, and with 35 branches nationwide, it is one of the country's largest modular space companies. Resun creates tailored modular spaces ranging in size from a 25 square foot guard shed to a 160,000 square foot building. Other company projects include disaster relief facilities, construction & storage trailers, classrooms, and modular prison cells. Allied Capital, located in Washington, D.C., is one of the largest business development companies in the United States with a diversified portfolio exceeding \$2 billion.

Orbital Sciences Corporation, also headquartered in Dulles, announced financial results for the fourth quarter and full year 2002 on February 26. The company reported significant improvements in revenue and operating income relative to comparable periods in 2001. For the fourth quarter of 2002, the company generated revenues of \$160.7 million, up 33% over fourth quarter 2001 revenues of \$120.9 million. For the full year, the company reported 2002 revenues of \$551.6 million, an increase of 33% over the full year 2001 period. The year-over-year revenue increase is primarily attributable to the strong growth in the company's launch vehicle and satellite segments. Orbital also reported a fourth quarter 2002 operating income of \$10.8 million compared to a fourth quarter 2001 operating loss of \$23.0 million. The company's net income from continuing operations for the fourth quarter of 2002 was \$5.2 million, compared to a loss from continuing operations of \$31.5 million, in the fourth quarter of 2001.

Cryptek has obtained \$10 million in its third round of funding, according to *The Washington Post*. The Sterling-based company develops, manufactures, and sells secure communications products (including fax machines) designed to operate under battlefield conditions. In addition, the company has an Internet Security research and development lab for testing state-of-the-art technologies. In July, General Dynamics announced it will purchase CRYPTTEK's TS-21 BLACKJACK™ (AN/UXC-10) secure facsimile for the Army's procurement agent, the U.S. Army Communications Electronics Command (CECOM). A portion of the \$4.8 million contract will be used to support the U.S. Marine Corps with secure field communications.

The New York Times released an analysis January 29 describing the negative effects the **increase in subleased commercial real estate** is having on the national market. According to the report, more than 39 million square feet of commercial space has built up and is now being subleased by corporations at discounted rates of up to 45% off "landlord" market rates. This cut-rate competition with building management is resulting in lower overall lease rates, and subsequently lower sale prices and assessments for the buildings themselves. The paper reported that analysts predict it will be several more years before the "stable" vacancy rate of 10 percent returns.



Emergency medical clinics are just one of Resun's customized modular products.



Orbital recently announced that it has been awarded a 10-year, \$475 million major contract by the U.S. Air Force to provide space launch and missile defense target vehicles.



The New York Times
ON THE WEB

Despite a nationwide increase in sublease space, the Times reports that the cities of New York and Washington remain "the healthiest markets," due to lower overall vacancy rates.



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Department News

Robyn Bailey attended the **Route 606 Property Owners Coalition** meeting in February. The group, headed by developer Bob Buchanan, meets monthly to discuss planning issues and the future of the Route 606 business corridor.

Larry Rosenstrauch and Pam Treadwell attended the Loudoun County **Chamber of Commerce Annual Meeting** January 31. The guest speaker was General John Daly, who provided an update on the construction of the National Air and Space Museum's Udvar-Hazy museum facility at Dulles. The Loudoun Economic Development Commission hosted a table that included Board of Supervisors Chairman Scott York, EDC Chairman Dave Parker, EDC Vice-Chair Georgia Graves, and representatives for four of Loudoun's aerospace related businesses: NLX Corporation, AeroAstro, Pan Am International Flight Academy, and Orbital Sciences Corporation.

Warren Howell has been appointed to the Board of Directors for the **Future Harvest - Chesapeake Alliance for Sustainable Agriculture (CASA)**. The organization is a network of farmers, agricultural professionals, landowners and consumers living and working in the Chesapeake region. Future Harvest-CASA promotes profitable, environmentally sound and socially acceptable food and farming systems that work to sustain communities.

Construction Activity

In January 2003, Loudoun County permitted 5,664 square feet (SF) of nonresidential construction. The combined value of new buildings (\$1,851,142) and alterations (\$666,000) is over \$2.5 million.

Office — 0 SF in January and 0 SF in December

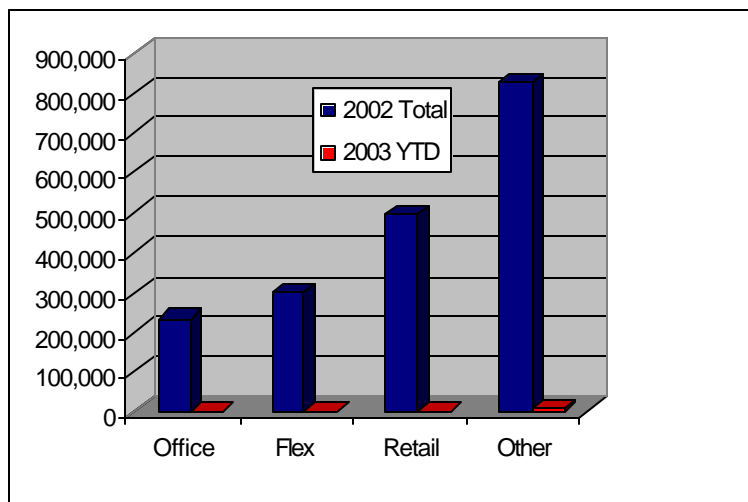
Flex/Industrial — 0 SF in January and 0 SF in December

Retail — 0 SF in January and 204,033 SF in December

Other — 5,664 SF in January and 3,917 SF in December

Taxable — 0 SF in January and 46,632 SF in December

Route 28 — 0 SF in January and 25,800 SF in December



Nonresidential Construction — Square Feet Permitted
2002 Total and 2003 Year-to-Date